



U.S. – UK COMMERCIAL NEWS

Winter 2005
Vol 4

The U.S. Commercial Service (USCS), based in the U.S. Embassy in London, is pleased to provide the Winter 2005 Edition of our U.S.-UK Commercial News. An arm of the U.S. Department of Commerce, the U.S. Commercial Service in London is staffed by Commercial Specialists (CS) who counsel U.S. exporters and provide a wide range of business facilitation services. They also maintain close contact with UK trade associations and businesses in their respective industry sectors. For a complete listing of U.S. Commercial Service personnel in the UK please visit <http://www.buyusa.gov/uk/en/541.doc>

U.S. Commercial Service at World Travel Market

Commercial Service UK staged a Product Literature Center (PLC) at World Travel Market (WTM), the UK's leading travel trade show at London's ExCel Exhibition Centre, November 14-17, 2005. Product literature from 22 U.S. travel suppliers, many new to the UK market, was featured and over 100 trade leads were generated during the event. U.S. Ambassador Robert Tuttle visited WTM on the opening day and participated in a ribbon-cutting ceremony at the SeeAmerica Pavilion. In addition, he visited many U.S. exhibitors, including representatives from Louisiana, Mississippi, Alabama and New Orleans, to hear first hand about recovery efforts in the wake of Hurricane Katrina. The Ambassador was pleased to hear that expansive repair work is underway and that the region is again welcoming international visitors.



Ambassador Robert Tuttle (center) with the U.S. Commercial Service Team, Travel Industry Association of America and the Visit U.S.A. Association at the WTM 2005 Product Literature Centre in London on November 14, 2005.

WTM 2005 attracted over 5,000 exhibitors from over 200 countries, including 300 from the U.S. WTM organizers recently announced that the 2005 event registered a 5% increase in attendance with almost 49,000 visitors at the event, including an 8% increase in international visitors. The U.S. Commercial Service shared a booth with its travel industry partners, Travel Industry Association of America (TIA) and Visit U.S.A. Association (UK) Ltd (VUSA) and welcomed colleagues from eight European posts who attended WTM. For further information on this event or the U.S. travel and tourism industry, please contact Commercial Specialist Stewart Gough at Stewart.Gough@mail.doc.gov

Have You Visited Our Website? – <http://www.buyusa.gov/uk>

Featured U.S. Exporters (FUSE) Web Directory – 200+ U.S. Exporters seeking UK distributors/agents.

Business Service Providers (BSP) Web Directory – UK service companies able to assist U.S. Exporters.

★ *New Opportunities with U.S. Business Partners*

The U.S. Commercial Service, with a network of more than 100 U.S. Export Assistance Centers throughout the United States, is in daily contact with small and medium sized companies in all industry sectors **seeking agents, distributors, and new business partners in the United Kingdom and Europe**. Our role is to help these companies achieve their trade development goals through introductions to qualified and interested potential business partners that want to develop long-term mutually beneficial relationships. Listed below are just a few of our current clients. For more information on any of the products, services or companies listed below, simply contact our designated Commercial Specialist at the U.S. Embassy in London for a quick and helpful response.



Architecture & Construction

Contact: Cheryl.Withers@mail.doc.gov

Stampcrete International: The Stampcrete System is cast-in-place concrete, colored and stamped with patented texturing tools to produce a surface similar to natural stone, brick slate and other natural paving materials. It can be used for both residential and commercial applications such as driveways, pavements, pool decks and indoor surfaces. The end product has the durability of plain gray concrete but the look of natural materials, and requires minimal maintenance. The company offers over 50 stamp designs and a variety of colors. **Stampcrete International seeks a master licensee to market and distribute its concrete imprinting tools within the United Kingdom.** The master distributor would have the ability to sub license sub distributors and installers of the Stampcrete product.

Hoover Treated Wood Products: One of the largest and most respected treaters of Southern Yellow Pine lumber and plywood in the US. Its product line ranges from fire retardant treatments to preservative treatments such as CCA and ACQ. The company also specializes in materials that are kiln dried after treatment (KDAT). Because of its dimensional stability and strength characteristics, ACQ treated Southern Yellow Pine is an excellent product for use as a decking material or to build outdoor structures. **The company is seeking potential distribution partners.**

Elixir Industries: This company manufactures a variety of products including a range of high quality residential fiberglass and steel reinforced doors. Elixir Industries doors are constructed from the highest quality materials and are available in a variety of styles and sizes. Elixir's product line includes the Concourse Steel Door range which benefits from a variety of features including a 24 gauge galvanized skin, polyurethane foam core and kerfed bottom rail for drive in sweeps. The Concourse range is available in three finishes: primed, smooth white or woodgrain vinyl overlay. **Elixir Industries is searching for a UK distributor.**

Plastic Material

Contact: Cheryl.Withers@mail.doc.gov

Bend Tarp and Liner: This company manufactures a variety of high quality pond and lake liner products. It manufactures only the strongest, UV resistant liners for years of dependable, trouble free service. Bend Tarp and Liner's products are fish and plant safe and are warranted for up to 20 years of normal use. **The company is searching for a well-established liner company or water feature supplier to stock, promote and distribute its products in the UK market.**

Need help with entering the UK market? See back page!

Safety & Security Equipment

Contact: Lisa.Cogan@mail.doc.gov

EYP Mission Critical Facilities: A leading consulting engineering firm dedicated to the programming, design and operations of facilities for clients whose "mission or business success" is driven by their critical need for operational continuity. Their projects include data centers, trading floors, command and control centers and other technology intensive environments. Current clients are in the private and public sector. EYP has 11 offices worldwide that ensure clients receive the immediate benefit of EYP's knowledge and resources. **EYP would like to introduce their services to persons responsible for critical facilities.**

American Science & Engineering, Inc. (AS&E) of Massachusetts, are **looking for partners in the UK.** The company is a leading manufacturer of non-intrusive X-ray inspection systems. The products are used by governments and organizations around the world to combat terrorism, drug and weapons smuggling, illegal immigration and trade fraud. AS&E specializes in detection technologies that can uncover explosives, plastic and metal weapons, and radioactive devices, such as dirty bombs and nuclear weapons of mass destruction. **AS&E's ideal partner would be an organisation with strong contacts in the Customs, Police, Military and Airport Industries. A sales and service team would ideally be required to support the AS&E equipment.**

Medical & Healthcare

Contact: Tatiana.Russo@mail.doc.gov

Supracor – The Stimulite® Classic Cushion: Located in California's Silicon Valley, Supracor is an engineered materials company that manufactures flexible, fusion-bonded honeycomb, a revolutionary technology incorporating high-performance thermoplastic materials for shock absorption, cushioning and acoustic applications. The company was founded in 1982 as a research effort to develop an aerospace honeycomb, free from traditional limitations and offering new and enhanced characteristics. The Stimulite® Classic Cushion provides excellent pressure relief and unsurpassed comfort for a wide range of disabilities. Three layers of honeycomb —each a different stiffness —enable bony protuberances to sink freely into the cushion while supporting the surrounding anatomy. The result: a remarkable form of internal contouring that provides uniform load distribution and exceptional stability. Stiffer honeycomb is used to create internal side bolsters for added support. **The company is looking for a UK distributor for its medical cushions.**

Financial Services

Contact: Jestyn.Cooper@mail.doc.gov

EthicsPoint Inc. – Corporate Governance Solutions: This company has worldwide experience in helping companies to improve their corporate governance systems through the implementation of dedicated compliance solutions, including 'whistle-blowing' or non-compliance reporting hotlines. EthicsPoint is a leader in the design of comprehensive information management systems that enable early reporting of illegal or unethical activity by staff, consistency in the handling of reported information, and prompt resolution of the issues identified. These systems have been designed with EU standards of data protection and privacy in mind. EthicsPoint's solutions are also fully compliant with Sarbanes-Oxley Section 301, the confidential and anonymous reporting requirement that comes into effect in the UK in mid-2006. EthicsPoint's compliance solutions can help your company meet the requirements of Sarbanes-Oxley, to build on your existing corporate governance systems and to work towards the greater goal of understanding and mitigating risk throughout your organization. **The company seeks interested parties in the UK.**

General Industrial Equipment & Supplies

Contact: Colin.Moore@mail.doc.gov

Hanovia UV: The pioneer manufacturer of ultra-violet (UV) curing products, Hanovia has been producing UV lamps, irradiators, UV sterilization and photochemical equipment and power supplies since 1905. Hanovia products are used for UV drying and UV curing as well as in photoluminescent and other UV related applications. The company provides standard and custom built UV components for applications in printing, surface finishing (metal and wood), adhesives, automotive and packaging. **Hanovia are seeking distributors/sales agents.**

Bishamon Industries: Bishamon manufactures a range of rugged self-leveling pallet loaders and lift tables that enable users to load and offload products at a predetermined height. These are used in loading bays, warehousing facilities and shipping departments to facilitate vehicle loading, and for product transfer at various stages of production. **The company seeks a distributor in the UK.**

R&B Inc. Dorman Products: Banish that “can’t find my car part” problem with the help of R&B Inc. This company specializes in providing a broad range of automotive replacement parts including engine, electrical, brake parts, fasteners and tools. From its stock of about 70,000 auto parts and fasteners, about half are hard-to-find items traditionally available only from Original Equipment Manufacturers or junkyards. R&B’s proprietary brands include Dorman, OE Solutions, Auto Grade, First Stop, TechChoice, Conduct-Tite, and Pick A Nut. **The company is seeking a distributor or strategic partner for market development.**

Xenotech Inc.: Xenotech has been a premier manufacturer of engraving systems for the past 20 years, producing computerized rotary laser engraving systems for jewellery, rings and trophies. Xenotech plays a leadership role in visual communication, industrial marking and recognition by not only supplying the highest quality engraving systems including supplies equipment, software, spares and accessories, but also a full range of training and support services. **The company is seeking a distributor within the UK.**

Information and Communications Technology

Contact: Scott.Hodgins@mail.doc.gov

OnBase – Enterprise Content Management (Hyland Software): An enterprise content management software that combines integrated document management, business process management and records management in a single application. Whether deployed as a hosted or premises-based solution, OnBase allows organizations to automate business processes, reduce the time and cost of performing important business functions, improve organizational efficiency and address the need for governance, risk and compliance through the management and control of content from virtually any source. OnBase also facilitates the sharing of digital content with employees, business partners, customers and other audiences. **The company seeks systems integrators who would promote and specify their ECM solutions.**

New Territories: Many companies are turning to outsourcing partners such as New Territories to address their unique supply chain management needs, including project/product management, e-business solutions, product manufacturing and assembly, fulfilment and distribution. New Territories provides integrated supply chain solutions in the U.S.A. for publishers, technology companies and consumer products. Clients receive tremendous value from New Territories’ customized solutions and responsiveness, which are second-to-none. **The company seeks relationships with UK based clients with special distribution, logistic or full 4PL requirements in North America.**

Reldata: This firm is a leading provider of innovative Internet Protocol (IP) storage gateway appliances, enabling easy implementation of world-class, cost-efficient IP storage network solutions for storage consolidation and data replication in enterprises. The comprehensive, innovative features of Reldata 2000 and its leading price/performance ratio generally lead to a dramatic reduction of the “Total Cost of Ownership” (TCO) of planned or existing enterprise storage infrastructures. Reldata 2000 delivers the advantages of traditional, complex and more expensive Fibre Channel SANs to workgroups, departments, small and medium sized businesses as well as regional or international offices. **Reldata seeks resellers for their products in the UK.**

Reaction Design: This company is the developer of CHEMKIN, the de facto standard for modelling gas and surface phase chemistry. Their focus is on reactor and combustor design and improvement. CHEMKIN is a powerful set of software tools for solving complex chemical kinetics problems. CHEMKIN allows users to predict the chemical conditions of their system based on variable reactor parameters, inlet gas, and catalyst compositions when applicable. CHEMKIN consists of gas and surface-phase chemical kinetic solvers, and a variety of reactor models that can be used to represent the different systems you are interested in modelling. Based on CHEMKIN technology, the KINetics Module allows incorporation of detailed gas-phase and surface chemistry into multidimensional, computational fluid dynamics (CFD) software using stiff-chemistry solution methods for both transient and steady-state problems. For CHEMKIN users, KINetics provides the capability of extending their analyses of chemically reacting systems to include full 3-dimensional CFD in geometrically complex systems. **Reaction Design seeks distributors and resellers in the UK.**

JFK Import-Export LLC: This company is the exclusive global distributor for the new and unique Scratch-Less Disc range of media. The Scratch-Less Disc™ is the "The World's Safest Optical Disc." It offers more reliability and damage protection than any other disc being made or sold. This level of protection is achieved by adding 20 small bumps to the bottom of the surface of the disc. This raises the disc off the tabletop or any hard storage surface. These uniquely designed "Aero Bumps" prevent the disc's data surface from touching a hard surface and becoming scratched. The disc surface is also coated with a scratch resistant polymer to help with scratch prevention. The surface becomes harder, more like glass than plastic. This is the "Safety Shield." These combined innovations result in the world's most reliable and safest optical discs. **The company is actively seeking distributors in the UK and throughout Europe.**

For an extensive list of other U.S. companies seeking Business Partners in the UK, please visit our **Featured U.S. Exporters (FUSE)** website http://www.buyusa.gov/uk/en/featured_us_exporters.html - an online service displaying U.S. exporters seeking to find UK agents, distributors or representatives for their products and services. Alternatively, you can register your company with our **BuyUSA.gov Matchmaking** service on <http://www.buyusa.gov/matchmaking/>. Your profile will be compared to profiles of all the U.S. suppliers that have registered with BuyUSA.gov Matchmaking. Plus, when new U.S. suppliers in your area of interest register, they will be automatically notified of your company's profile too.

★ *Profile a Company first*

The International Company Profile (ICP) is one of the many useful due diligence tools offered by the U.S. Commercial Service to American companies seeking to enter international business relationships. The ICP provides you with an in-depth background check on UK limited liability firms. Reports on partnerships and sole traders may also be possible depending on information availability. The ICP is compiled using published information from a variety of sources, as well as feedback from telephone interviews with the potential partner and its suppliers and customers. The ICP delivers a report that will enable you to make a sound judgement as to the relative strength of the firm in its market and its reliability. In particular, the report details: company size and sales, background and product information, references, financial data, company officers, market information and outlook, company reputation, and our evaluation of the company. If needed, we will ask the company questions specific to your request. If you wish us to visit your prospective partner, we can do so for an additional fee to cover travel costs. For further information on how an ICP can meet your needs, contact us at London.Office.Box@mail.doc.gov

Mark your Calendar for the UK's largest Health and Beauty Trade Exhibition!!!

PROFESSIONAL BEAUTY 2006

March 5-7 2006, ExCel Exhibition Centre, London



Professional Beauty is the UK's largest beauty trade exhibition with an 18-year track record of consistently attracting high-quality sales prospects from the UK, Europe and around the globe. Organized into eight dedicated high profile sections: Spa and Medi-Spa, Skincare and Aromatherapy, Equipment, Health and Beauty Supplies, Tanning, Nails, Holistic Therapy and Make-up, Professional Beauty attracted over 40,000 visitors last year.

This year's event will again be spectacularly hosted in London's prestigious ExCel Exhibition Centre. Managed by the U.S. Commercial Service, our U.S. Product Literature Center (PLC) at Professional Beauty 2006 will offer a select group of U.S. firms the best opportunity to raise their international market profile, test market interest, collect trade leads and identify potential partners. We are currently recruiting U.S. companies who would like to participate in our PLC.

Please join us at the U.S. Department of Commerce booth in the U.S. Pavilion, where our PLC will showcase a wide variety of U.S. companies eager to develop their businesses in the UK and Europe. For more information about this opportunity or about the products featured in the PLC, please contact Sara.Jones@mail.doc.gov

OCEANOLOGY INTERNATIONAL 2006

The World's Largest Marine Science and Ocean Technology Exhibition!

On March 21-23, 2006, **Oceanology International (Oi06)** will provide U.S. companies with a major opportunity to explore the UK and European markets for marine science and ocean technology. The show, and its related conferences and seminars is expected to attract over 600 exhibitors from 25 countries, making Oceanology the largest show of its kind.



This promises to be an excellent event for companies in a wide range of sectors, including oil and gas exploration and production, marine survey, maritime security, navigation and remote sensing, environmental science, and a host of related fields. The U.S. Commercial Service will be exhibiting with the National Oceanic and Atmospheric Administration (NOAA) at Oceanology. Our Product Literature Center will enable U.S. companies to showcase their capabilities on our stand, to gain market exposure and to identify new business opportunities, for a cost of just \$400. Staff from the U.S. Commercial Service in London will be present throughout the show in support of the participants in the PLC, and to assist all U.S. companies present at Oceanology. For a copy of the flyer, please click here: [Flyer for Oceanology Product Literature Stand \(PDF\)](#)

For further information about this opportunity or about the products featured in the PLC, please contact Jestyn.Cooper@mail.doc.gov

Test the Building Market at

INTERBUILD 2006

The UK's Largest Building and Construction Show



On April 23-27, 2006, the National Exhibition Center (NEC) in Birmingham will play host to Interbuild, the UK's largest trade event for the building and construction industry. Previously, Interbuild attracted 45,000 visitors, including architects, surveyors, civil engineers, building contractors and property developers, and featured over 1,500 exhibitors. The U.S. Commercial Service is offering you the ideal opportunity to promote your products in the UK building and construction market. Our Product Literature Center (PLC) will be centrally located at the show, which uses eight halls at the NEC and is organized into three key areas: Structural/External Products, Interiors/Services, and Truck and Tool. For a nominal fee of \$400 we will display your product literature at our booth and distribute your literature to qualified contacts. Our building and construction specialist will also be available to provide market information and counselling on the UK market.

After the show, we will provide you with a list of UK trade leads developed during the event and help you to follow up with international business developments plans. For a copy of our Interbuild 2006 flyer, please click: [Flyer for Interbuild 2006 \(Microsoft Word\)](#)

For more information about the U.S. Product Literature Center or how we can facilitate your visit to Interbuild 2006, please contact Cheryl.Withers@mail.doc.gov

FARNBOROUGH INTERNATIONAL AIRSHOW 2006

Are you interested in the UK and European aerospace markets? If so, please look out for our Spring 2006 newsletter which will provide details of the exciting marketing and partnering programs that we will be offering to both American and British companies at the Farnborough International Air Show (FIAS), July 17 - 23, 2006. If you would like to pre-register your interest in U.S. Commercial Service activities at FIAS, please email: Jestyn.Cooper@mail.doc.gov



★ *Upcoming Business Events Calendar!!!*

Join our VIP Delegations to Major U.S. Trade Shows and Exhibitions!

The U.S. Commercial Service's **International Buyer Program (IBP)** attracts thousands of international business leaders and decision makers to major U.S. trade shows. We are currently organizing official UK delegations to the events listed below. As a member of our delegation, you have access to a wide range of cost savings and VIP services. Please review our list of IBP Events for the remainder of 2006 and let us know if you would like further information.



THE INTERNATIONAL HOME AND HOUSEWARES SHOW

March 12-14, 2006 - McCormick Place, Chicago, Illinois

Contact: Sara.Jones@mail.doc.gov

The International Home and Housewares Show is the world's largest home goods and housewares marketplace attracting over 2,000 exhibitors from over 40 countries and 60,000 professional attendees. The International Home and Housewares Show is conveniently organized into "Show within a Show" Expos containing specific product categories. Attendees can truly view what the world has to offer in homegoods products, advancements and innovations.

CTIA WIRELESS 2006

April 5-7, 2006 – Las Vegas Convention Center, Las Vegas, Nevada

Contact: Scott.Hodgins@mail.doc.gov

CTIA Wireless 2006 is the only global event dedicated to "everything wireless." CTIA Wireless 2006 represents this extraordinary industry with all its different technologies, platforms and standards, which make it so dynamic and ever-changing. With nearly, 1,000 exhibitors, attracting over 35,000 attendees from 90 countries and drawing the attention of nearly 1,000 members of the press, CTIA Wireless 2006 is The Most Important Technology Event of the Year.

INTERNATIONAL SECURITY CONFERENCE (ISC-EXPOWEST)

April 5-7, 2006 – Sands Expo Convention Center, Las Vegas, Nevada

Contact: Lisa.Cogan@mail.doc.gov

ISC – ExpoWest has established itself as a leader in the security industry, always growing, transforming and changing to meet the needs of security professionals. Get a lock on security at America's largest and most attended security event – ISC-ExpoWest!

WASTEEXPO 2006

April 5-7, 2006 – Las Vegas Convention Center, Las Vegas, Nevada

Contact: Cheryl.Withers@mail.doc.gov

WasteExpo is North America's largest solid waste and recycling tradeshow serving both the private and public sectors. With over 445 exhibitors, WasteExpo is your opportunity to see and compare all of the latest equipment and technology in the industry, all under one roof.

THE 2006 NATIONAL SHOW (CABLE AND TELETEXT)

April 9-11, 2006 – Georgia World Congress Center, Atlanta, Georgia

Contact: Scott.Hodgins@mail.doc.gov

The 2006 National Show is the annual showcase and gathering place that unites the cable telecommunications industry for three concentrated days of networking, learning and collaboration. No other event brings such a broad range of industry solutions, products, programming and technology

together under a single roof. And no other event offers such a wide spectrum of dialogue and discussion through a rich array of panel and educational sessions.

THE KITCHEN/BATH INDUSTRY SHOW (K/BIS)

April 21-23, 2006 – McCormick Place, Chicago, Illinois

Contact: Cheryl.Withers@mail.doc.gov

K/BIS is the ultimate source of kitchen and bath products, designs, trends and ideas to keep dealers, designers, distributors, retailers, home centers and many other high-quality kitchen and bath professionals ahead of the curve. With over 900 high-quality kitchen and bath exhibiting companies and over 50,000 national and international industry professionals, K/BIS brings you face-to-face with the key decision makers of the kitchen and bath industry.

THE NATIONAL ASSOCIATION OF BROADCASTERS 2006 (NAB)

April 24-27, 2006 – Las Vegas Convention Center, Las Vegas, Nevada

Contact: Scott.Hodgins@mail.doc.gov

The World's Largest Electronic Media Show brings together over 100,000 professionals and 1,400 exhibiting companies from 130 countries around the world. This is the gathering place for comprehensive media education, inspiration and innovation. By attending NAB 2006, you'll discover insights into what new and emerging technologies are shaping the future of the audio and video content productions, management, and distribution and find out how to leverage these technologies to improve your business.

THE NATIONAL HARDWARE SHOW & LAWN GARDEN WORLD

May 9-11, 2006 – Las Vegas Convention Center, Las Vegas, Nevada

Contact: Sara.Jones@mail.doc.gov

Retailers, wholesalers, distributors, dealers, importers and exporters gather at the National Hardware Show and Lawn Garden World to find the products and trends that help enhance the homes of their customers. Only at the National Hardware Show and Lawn Garden World does the full variety of home product resellers – home centers, hardware stores, mass merchants, warehouse clubs, nurseries, drug, supermarkets, catalogs, from all over the world, interact with all of the various product segments that make a house a home. For more information on how you can see the latest innovation, design and cutting-edge trends for the home interior, exterior and lawn and garden, please contact our Commercial Specialist above.

THE NATIONAL RESTAURANT – MOTEL SHOW (NRA) 2006

May 20-23, 2006 – McCormick Place, Chicago, Illinois

Contact: Marcella.Marcheso@mail.doc.gov

NRA is the global marketplace that brings together the entire foodservice and hospitality industries. No matter what type of operation you run, NRA Show 2006 has what you need. Major areas of focus include food, beverage, equipment, small wares, apparel, tabletop, furnishings, design, technology and services. More than 2000 companies exhibited last year. Expect more in 2006!

INTERNATIONAL FRANCHISE EXPO (IFE)

June 2-4, 2006 – Washington Convention Center, Washington D.C.

Contact: Marcella.Marcheso@mail.doc.gov

IFE – the world's premier franchise event showcasing hundreds of franchise concepts is an annual trade show sponsored by the International Franchise Association (IFA). For over a decade, the IFE has been the meeting place for the franchise industry where franchisors both domestic and international, franchisees, suppliers, industry publishers, all come together to conduct the business of franchising. A vast array of industries offering concepts at all investment levels makes this an event not to be missed!

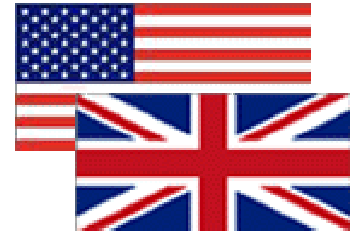
INFOCOMM INTERNATIONAL 2006

June 3-9, 2006 – Orange County Convention Center, Orlando, Florida

Contact: Scott.Hodgins@mail.doc.gov

InfoComm International 2006 promises to be the most exciting show yet. Attend the largest show in the professional information communications and electronics area and get a head start on the latest and

emerging technologies. For over 50 years, InfoComm has been the show buyers turn to when looking for technology solutions to their application needs. Find out why 725 companies exhibited last year by joining them in InfoComm International 2006.



GLOBALCOMM

June 4-8, 2006 – McCormick Place, Chicago, Illinois

Contact: Scott.Hodgins@mail.doc.gov

The entire buying/selling chain for the global information and communication technology industry converges at GlobalComm, the Next-Generation Communications Marketplace and Summit. Expect more than 450 exhibitors and 20,000 attendees – bringing together a broad international base of ICT suppliers, service providers, enterprises and other users in a pure business-to-business environment.

NPE 2006: INTERNATIONAL PLASTICS SHOWCASE

June 19-23, 2006 – McCormick Place, Chicago, Illinois

Contact: Cheryl.Withers@mail.doc.gov

Mark your calendars and start planning now! From June 19-23, 2006 the largest trade event dedicated to the plastics industry takes place in Chicago – NPE 2006: The International Plastics Showcase. At NPE 2006, some 2,000 exhibitors will introduce you to new materials, processing machinery, equipment and technologies that can turn your product ingenuity into competitive strength. If your job is to investigate and purchase the plastics machinery, equipment, materials and services that will increase your bottom line, don't miss NPE 2006 this June.

C3 EXPO

June 27-29, 2006 – Jacob K. Javits Convention Center, New York

Contact: Scott.Hodgins@mail.doc.gov

C3 EXPO, the abbreviated name for the 2006 Corporate and Channel Computing Expo, is the only significant business solutions event of its kind. Located in the hub of the international information technology business marketplace of New York City, C3 Expo brings corporate and channel buyers of information technology, products and services together with the computer industry's leading manufacturers, channel partners and industry experts.

CLINICAL LABORATORY EXPOSITION 2006

July 23-27, 2006 – McCormick Place, Chicago, Illinois

Contact: Tatiana.Russo@mail.doc.gov

The Clinical Laboratory Exposition is the world's largest meeting devoted to clinical chemistry and clinical laboratory science in general. See new science and new technology in all areas of clinical diagnostics, automation, information systems, point-of-care, OEM and biotech. To keep up with the latest trends and advances in the profession, visit the largest clinical laboratory exposition in the world.

MAGIC – SUMMER 2006

August 28-31, 2006 – Las Vegas Convention Center, Las Vegas, Nevada

Contact: Marcella.Marcheso@mail.doc.gov

Seventy years in the making, what started as a small group of manufacturers has developed into the pre-eminent fashion market in the world. MAGIC connects a global audience of serious buyers and sellers of men's, women's and children's apparel and accessories. Thousands of retailers spanning single store boutiques to mass market domestic and international chains come to the MAGIC marketplace to access more than 3,600 manufacturers showcasing over 5,000 brands and private label resources. Discover new opportunities when the fashion industry converges on Las Vegas for one of the most influential four days in the business.

Online Tools for your Business Success

Keep up to date with the latest business prospects and services by visiting our website: <http://www.buyusa.gov/uk/en/> You may also find U.S. suppliers on the Commercial Service's Internet marketplace, <http://www.buyusa.gov/matchmaking>. Sign up to receive Commercial News USA, the official United States Department of Commerce showcase for American-made products and services.

How we can help with UK Market Entry

The **GOLD KEY SERVICE** helps U.S. companies save time and money by letting the U.S. Commercial Service find a partner, agent or distributor for their products. The Gold Key Service provides U.S. companies with one-on-one appointments with pre-screened potential agents, distributors, sales representatives, association and government contacts, licensing or joint venture partners, and other strategic business partners in the UK. The Gold Key Service normally involves a senior representative of the U.S. client company traveling to the UK to meet with potential UK companies. Generally, all meetings take place on a single day for a fee of \$765 or on two consecutive days (for a fee of \$1,150), and are held at the American Embassy in London, though site visits can be arranged if the client wishes. Please contact the U.S. Commercial Service in London for more details and a **free** assessment to see if the Gold Key could work for you.

The **VIDEO GOLD KEY SERVICE** is a variant of our standard Gold Key Service, with the only difference being, that it takes place via video-conferencing. If you are unable to visit the UK to participate in a regular Gold Key, we can still make appointments with potential UK business partners, but instead of you coming to us, you meet them via video-conferencing. You don't even have to have your own equipment; we can provide access to a video-conferencing facility at your local U.S. Export Assistance Center (USEAC), from where you can link up to our studio here in London. The Video Gold Key price is \$700 (based on 3 one-hour appointments) plus call charges. Please contact the U.S. Commercial Service in London for more details.

The **PLATINUM KEY SERVICE** is designed to offer U.S. companies comprehensive, customized assistance to reach their business goals and strategies in the UK through long-term, dedicated support. Such support is provided through a specific number of in-house consulting hours (typically 18, 36, or 72) spread over 6-12 months, but the program can be tailored more specifically to each client's particular needs. The range of services include: identifying markets, launching products, developing major project opportunities, assistance on regulatory or technical matters. To find out more on this service and to see how we can help your company, please contact Richard.Stanbridge@mail.doc.gov

The **INTERNATIONAL PARTNER SEARCH (IPS)** has been designed to help U.S. companies find qualified UK partners or agents without traveling overseas. The IPS report provides up to five qualified British candidates that have expressed an interest in an American company's product or service. The standard fee for an IPS is \$690 with a delivery time of thirty business days from the date of payment. U.S. companies interested in this service should contact their local Export Assistance Center for further information.

Success Stories

U.S. Commercial Service (USCS) London supports the International Trade Administration's Energy Dialogue Mission to the UK

December 2005 was a busy month for our Commercial Officer who worked with the International Trade Administration's Office of Energy and Environmental Industries and the UK's Department of Trade and Industry on a Clean Coal Technology Trade Mission to the United Kingdom. This event was the latest in a series of bilateral meetings under the auspices of the U.S.-UK Energy Dialogue established by President Bush and Prime Minister Blair in April 2002. The Mission participants included: Alstom Power, American Electric Power, Babcock & Wilcox, Mitretek Systems and the United States Energy Association. Each participant had an opportunity to present their clean coal products, technologies, and services to a diverse audience of UK energy and power generation firms and government decision makers. Policy discussions focused on the U.S. Department of Energy's FutureGen program, UK fossil fuel carbon abatement strategies, and the latest clean coal technologies from the International Energy Agency's UK Clean Coal Centre. Commercial Officers discussed USCS services with each of the American firms and established valuable relationships with the UK's public and private energy sector, one of Post's most active Showcase Europe industries.

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